

## Message Text

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ORIGIN COME-00

INFO OCT-01 AF-10 EUR-12 ISO-00 EB-08 CIAE-00 INR-10  
NSAE-00 FCC-01 OTPE-00 /042 R

DRAFTED BY COM/OED/MEPD/JPHILBRICK/LW  
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STATE/AF/W/BKIRKPATRICK (PHONE)  
COM/OIM/PMICHELINI (INFO)  
F/EPS/LMWHITE (INFO)

-----095122 292235Z /62

P 292138Z JUN 78  
FM SECSTATE WASHDC  
TO AMEMBASSY ABIDJAN PRIORITY  
AMEMBASSY PARIS PRIORITY

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E.O. 11652: N/A

TAGS: BENC, IV

SUBJECT: MAJOR PROJECT: MOTOROLA'S BID FOR THE  
INSTALLATION OF IMTS SIX RADIO COMMUNICATIONS SYSTEMS  
CONNECTIONS SEVERAL IVORIAN CITIES

1. MAJOR EXPORT PROJECTS DIVISION USDOC WAS CONTACTED BY  
MOTOROLA INC. REGARDING ITS BID TO PROVIDE 1.2 MILLION  
DOLLARS IN FIXED EQUIPMENT RADIO RELAY TELECOMMUNICATIONS  
FOR THE PTT IN THE IVORY COAST. MOTOROLA STATED IT HAS  
HAD DEMONSTRATION EQUIPMENT IN PLACE IN IVORY COAST SINCE  
NOVEMBER. MOTOROLA WASHINGTON REP TOLD MEPD THAT THE  
PROJECT WAS BID ABOUT THREE MONTHS AGO, HIS FIRM WAS LOW  
BIDDER OF TEN, AND THAT MOTOROLA RECEIVED BOTH A LETTER OF  
INTENT AND A NOTICE OF AWARD THIS MONTH. THE PROBLEM  
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AROSE A FEW DAYS AGO WHEN MOTOROLA'S GENERAL MANAGER OF THE  
ABIDJAN DISTRIBUTORSHIP, MONSIEUR ROSSIGNOL, CALLED THE  
HOME OFFICE TO REPORT THAT CFS THOMPSON, A FRENCH FIRM, HAD  
INTERCEDED IN PARIS WITH IVORY COAST PRESIDENT  
HOUPHOUET-BOIGNY. REPORTEDLY THE PRESIDENT CALLED MINISTER  
OF COMMUNICATIONS KONE AND ORDERED THAT THE FILE BE SENT TO  
PARIS AND THAT THE PROJECT BE SUSPENDED. MOTOROLA INFORMED

MEPD THAT CFS THOMPSON WAS ACTUALLY THE HIGH BIDDER ON THIS

EQUIPMENT. IT IS NOT KNOWN WHAT, IF ANYTHING, THOMPSON HAS PROPOSED TO SWEETEN THE DEAL AND MAKE IT WORTH PAYING A HIGHER PRICE.

2. MEPD WOULD LIKE EMBASSY ECON/COMOFF BRESLER AND, IF APPROPRIATE, AMBASSADOR, TO MEET WITH M. ROSSIGNOL, WHO WILL BE CALLING AT EMBASSY FOR APPOINTMENT. ROSSIGNOL WILL BE ABLE TO BRIEF EMBASSY THOROUGHLY ON SITUATION. PROBLEM IS EXACERBATED BY FACT THAT NO IFI MONIES ARE INVOLVED - PROJECT IS REPORTEDLY FUNDED BY COMMERCIAL BANKS WITHIN IVORY COAST. URGE EMBASSY TAKE ALL APPROPRIATE STEPS TO SUPPORT INTERESTS OF THIS U.S. FIRM. MOTOROLA STATES THAT THIS PROJECT IS ONLY FIRST TRANCHE - SHORT TERM NEED FOR MOBILE UNITS TO ADD TO THE RADIO SYSTEM WILL PROVIDE AT LEAST ONE MILLION DOLLARS MORE IN SALES. FIRM FEELS THIS CONTRACT IS ONLY FIRST STEP IN

EXTENSIVE PARTICIPATION IN AFRICAN TELECOMMUNICATIONS PROJECTS. MEPD WOULD APPRECIATE A REPORT ON THE OUTCOME OF EMBASSY MEETING WITH ROSSIGNOL.

3. FOR PARIS. MOTOROLA INDICATED THAT IT IS PLANNING TO INVEST IN A COMMUNICATIONS MANUFACTURING PLANT IN FRANCE AND THAT THEREFORE IT IS IN FRANCE'S LONG TERM LIMITED OFFICIAL USE

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INTEREST THAT MOTOROLA NOT BE DISCOURAGED FROM ENTERING THE AFRICAN MARKET. IF EMBASSY CAN THINK OF ANY WAY TO USE THIS INFO TO DETER CFS THOMPSON, PLEASE TAKE THAT ACTION AND NOTIFY MEPD USDOC. FYI: MEPD IS TRYING TO

FIND OUT EXACTLY WHERE IN FRANCE THE PLANT WILL BE - IF THAT INFO CAN BE FOUND, MEPD WILL SEND FOLLOW UP CABLE. END FYI. VANCE

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## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 jun 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE165883  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** OED/MEPD/JPHILBRICK/LW  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Handling Restrictions:** n/a  
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**Subject:** MAJOR PROJECT: MOTOROLA'S BID FOR THE INSTALLATION OF IMTS SIX RADIO COMMUNICATIONS SYSTEMS CONNECTIONS  
SEVERAL IVORIAN CITIES  
**TAGS:** BENC, IV  
**To:** ABIDJAN PARIS  
**Type:** TE  
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**Review Markings:**  
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